

Ephrata Young Farmers

(Continued from Page 133)

program. "We've been killing it. We'll have to learn to get by with a little less... When you love something you take care of it."
"It behooves us to take care of what we have right now," he proclaimed,

illustrating his topic with scores of slides depicting the natural beauty of central Pennsylvania. He noted that he had been in many sections of the country, but has never found a state any more desirable than Penn-

sylvania. His motive is, he says, to get people to appreciate their natural resources, and to work towards their preservation so that future generations might also be able to enjoy them.

Other participants in the evening program were:

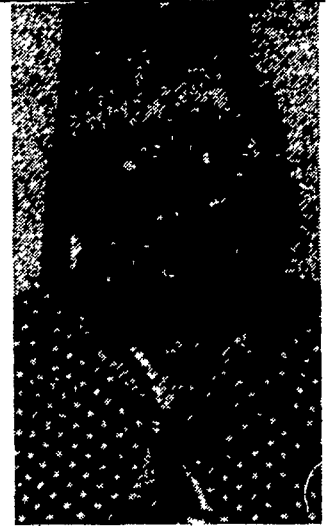
Ron Good, vice president of the Cloister FFA Chapter, who thanked the Young Farmers for their support of FFA activities.

Pennsylvania Young Farmers Association

president Nelson Stoltzfus from Chester County stressed the importance of correct addresses, especially zip codes on mailing labels for the organization's monthly newsletter. The post office, he said, will not deliver without zip codes, nor will it forward the publication if the zip code is wrong. Stoltzfus also informed the group that the newsletter will receive a new format beginning next month. In a final note he invited those present to attend the Pennsylvania Young Farmers Convention, which was held in Williamsport Feb. 7-9.



Harold Frey

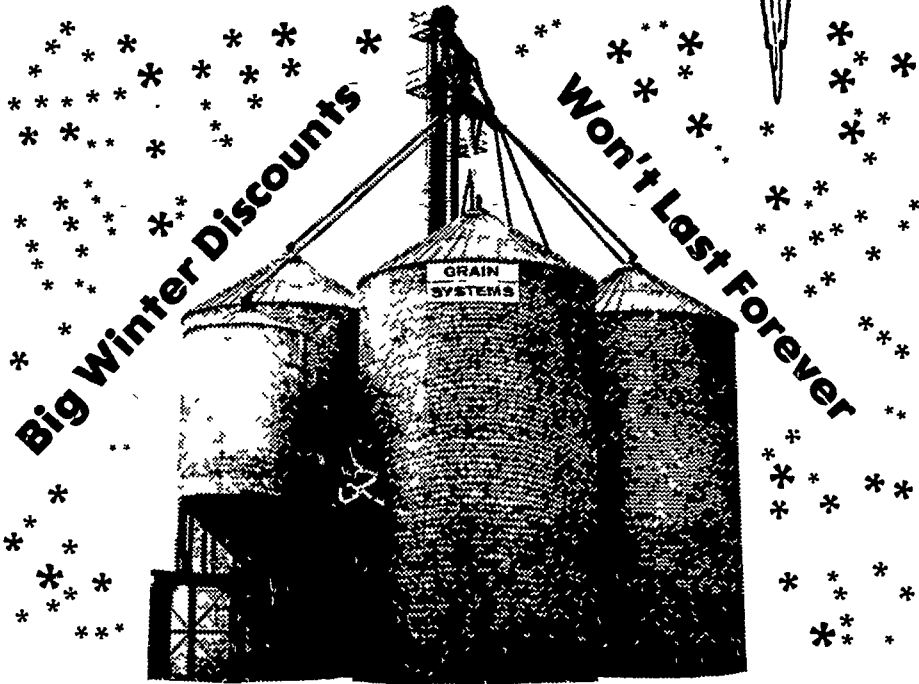


Mrs. Harold Frey

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Farmers wanted for tailgate markets

HARRISBURG -- The Philadelphia Tailgate Market Project is looking for Pennsylvania farmers to participate in the series of tailgate markets which will be held again in Philadelphia this year.

The purpose of the markets is to offer local farmers additional marketing outlets and a good price for their products, while providing urban consumers with quality fresh Pennsylvania produce.

The project is coordinated by Nutritional Development Services of the Archdiocese of Philadelphia as part of a grant from the Pennsylvania Department of Agriculture

to promote direct marketing. Several test markets were held in the summer of 1977 to test the feasibility of an inner city tailgate market, and by last year a regular series of markets was organized, with weekly markets held at three locations from July to October. A "mini-market," featuring primarily eggs and poultry, was continued at one location through December.

According to Cathi A. Hanssens, administrator of the Alternative Marketing Program, the project brought enthusiastic response from consumers, farmers and the media. She noted that participating grower reported profits of from 33 to 45 per cent higher than normal farm wholesale prices.

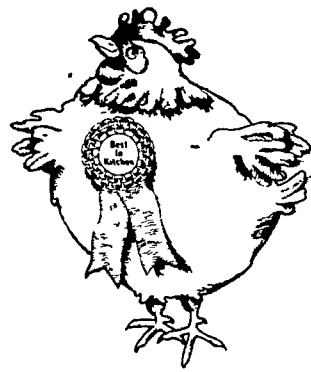
Acting State Agriculture Secretary Penrose Hallowell said that farmers benefit from the tailgate markets by gaining a regular outlet and a good price for their products. He added that the markets help the urban consumer by giving access to top quality fresh farm products at fair prices. The direct contact between the

farmer and the city dweller is also important, in creating a mutual understanding, he said.

Hallowell said that farmer-consumer contacts made at the markets have resulted in additional business at the farm locations for several growers. As a result, many farmers display signs with their name and location at each site along with directions. Shoppers are encouraged to patronize them on non-market days.

The only cost to the farmer is \$47 for a temporary license which the City of Philadelphia requires. These licenses, arranged through Nutritional Development Services, allow the farmer to sell their products at any designated site as often as they wish throughout the season.

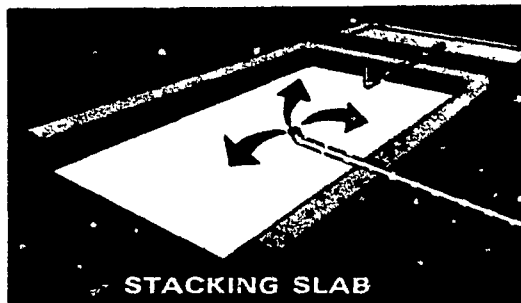
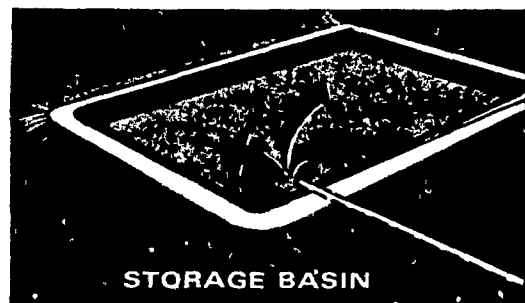
Any farmer who is interested in signing up for these markets or wishes more information should contact Ms. Catherine Hanssens by writing Nutritional Development Services, 222 North 17th Street, Philadelphia, Pa. 19103 or by calling 215-587-3691.



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